



## **RETOOLING AND MANUFACTURING GRANT OPPORTUNITY**

### **REQUEST FOR PROPOSALS**

Issue Date: August 26, 2016

**Response Due: September 26, 2016**

**Michigan Energy Office  
Michigan Agency for Energy  
7109 W. Saginaw Highway  
Lansing, MI 48917**

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## Table of Contents

PART I GENERAL INFORMATION .....	5
I-A Purpose.....	5
I-B Grant Award.....	5
I-C Eligibility Requirements .....	5
I-D Issuing Office and Point of Contact.....	6
I-E Changes to the RFP and Responses to Questions .....	6
I-F Pre-proposal Conference.....	6
I-G Proposals.....	6
I-H Response Date.....	6
I-I Oral Presentation.....	7
I-J Project Clarifications/Revisions.....	7
I-K Rejection of Proposals .....	7
I-L Acceptance of Proposal Content .....	7
I-M Incurring Costs.....	7
I-N Economy of Preparation.....	7
I-O News Releases .....	7
I-P Disclosure of Proposal Contents .....	8
I-Q Davis-Bacon Act Requirements.....	8
I-R Copyrighted Materials.....	8
I-S Prime Applicant Responsibilities.....	8
I-T Partner Responsibilities.....	8
PART II SELECTION CRITERIA.....	9
PART III WORK STATEMENT .....	10
III-A Purpose.....	10
III-B Problem Statement .....	10
III-C Objectives .....	10
III-D Tasks .....	10
III-E Areas of Interest.....	11
III-F Program Priorities .....	11
III-G Eligible Projects .....	11
III-H Ineligible Projects .....	11

PART IV INFORMATION REQUIRED FROM APPLICANTS.....	12
IV-A Proposal Worksheet .....	14
IV-B Approved Budget Form .....	14
IV-C State Historic Preservation Office (SHPO) Section 106 Review Form (Attachment 1).....	16
IV-D National Environmental Policy Act (NEPA) Form (Attachment 2) .....	16

# RETOOLING and MANUFACTURING

## Request for Proposals

### **PART I** **GENERAL INFORMATION**

#### I-A Purpose

The State of Michigan, by the Michigan Agency for Energy (MAE) is offering grants to small businesses located in Michigan for capital investments in retooling projects resulting in energy waste reduction in manufacturing processes, and/or manufacturing of clean energy technologies.

#### I-B Grant Award

A total of \$100,000 in funding is expected to be available. Applicant(s) must provide a complete Budget using the [Approved Budget Form](#) (See Section IV-B). Budgets must be itemized and be accompanied by a budget narrative which adequately describes each budget category. Grant funds are only allowed for equipment costs. Match funds can be in-kind or cash and can be for equipment or any other line-item category in the Approved Budget Form.

All applicants must provide a **minimum 400 percent (4:1) match** of the total requested grant funds (a.k.a “State share”). Applicants may use On-Bill Financing or Property Assessed Clean Energy (PACE) financing in any PACE district in Michigan for some or all of their match, and those that do will receive favorable consideration. In addition, use of On-Bill Financing or PACE may result in different match/funding scenarios if desired, in order to increase the percentage of leveraged funds and/or incentive larger projects. The sum of the State share plus the Recipient share of allowable costs will equal the total allowable project cost (see Section IV-B).

The MAE will award funds to applicants that agree to the terms set forth in this RFP and the [Grant Agreement](#). The Michigan Energy Office (MEO), which is an entity within MAE and the Department of Licensing and Regulatory Affairs (LARA), will be the primary contact with applicants and grantees and negotiate the scope of work, budget, reporting periods, report format, and reporting content. All other requirements are non-negotiable. Funds must be expended by August 31, 2017

#### I-C Eligibility Requirements

Only small business physically located in Michigan with 500 or fewer full-time or equivalent employees, or small business that relocates to Michigan by December 31, 2015 are eligible to apply. (See Sections III-G, III-H, and the Grant Agreement for additional requirements).

I-D Issuing Office and Point of Contact

This Request for Proposals (RFP) has been issued by the MAE. Questions that arise as a result of this RFP must be submitted to the MEO by email only. Telephonic questions cannot be answered. All questions must be submitted on or before 5:00 PM, September 14, 2016. All questions regarding this solicitation should be directed to:

Roger Doherty [dohertyr1@michigan.gov](mailto:dohertyr1@michigan.gov)

I-E Changes to the RFP and Responses to Questions

Written answers to questions, changes, and/or clarifications will be posted at: [http://www.michigan.gov/energy/0,4580,7-230-72052\\_72054\\_73823---,00.html](http://www.michigan.gov/energy/0,4580,7-230-72052_72054_73823---,00.html) by September 16, 2016.

I-F Pre-proposal Conference

No pre-proposal conference will be held for this RFP. Any inquiries should be submitted as outlined in Section I-D.

I-G Proposals

To be considered, applicants must submit a complete response to this RFP, addressing the Work Statement provided in Part III and using the format and attachments provided in PART IV. An original signature copy plus one electronic copy of each proposal must be submitted to the Issuing Office. A PDF document of the signed proposal must be submitted to the RFP Issuer. An electronic copy may be emailed to the RFP Issuer or submitted as a PDF document saved to a USB drive. Proposal must be original and cannot be funded in part or whole by another entity without the MAE's consent. An official who is authorized to bind the applicant to its provisions (an "Authorized Negotiator") must sign the proposal. For this RFP, the proposal must remain valid for at least sixty (60) calendar days.

I-H Response Date

**Electronic Proposals must arrive at the Issuing Office by 1:00 PM on September, 26, 2016. Original signature hard copy must be postmarked on or before September 26, 2016.**

Mail hard copy proposals to Roger Doherty at:

Roger Doherty  
Michigan Energy Office  
Michigan Agency for Energy  
P.O. Box 30221  
Lansing, MI 48909

Applicants mailing proposals should allow normal delivery time to ensure timely receipt of their proposal. Electronic copy proposals may be emailed to Roger Doherty at [dohertyr1@michigan.gov](mailto:dohertyr1@michigan.gov). Electronic proposals will not be considered complete applications until an original signature hard copy is received. Proposals must be submitted as complete documents. Additional information pertaining to the proposal received after the due date and time will not be accepted.

I-I Oral Presentation

Applicants may be required to make an oral presentation of their proposal to the State. These presentations provide opportunity for the applicant to clarify the proposal to ensure thorough mutual understanding. The Issuing Office will schedule these presentations as necessary.

I-J Project Clarifications/Revisions

During the proposal review process, applicants may be contacted for clarification and for the purpose of negotiating changes in project activities, timetables, and budgeted costs. The Issuing Office reserves the right to award funds for an amount other than that requested and/or request changes to, or clarification of, the proposed project.

I-K Rejection of Proposals

The MEO reserves the right to reject any and all proposals received as a result of this RFP, or to negotiate separately with any source whatsoever in any manner necessary to serve the best interest of the State and MEO. The MEO will not pay for the information solicited or obtained as a result of a consultant/vendor's response to any RFP.

I-L Acceptance of Proposal Content

The contents of this RFP and the proposal of the selected applicant become grant obligations if a grant award ensues. Failure of the selected applicant to accept these obligations shall result in cancellation of the award.

The successful applicant(s) will be required to accept all terms and enter into a Grant Agreement with the State within 45 calendar days of being notified of funding availability. The Agreement consists of standard contract language, applicant's work plan, timetable, and budget information, a compensation clause that adheres to guidelines in this solicitation, and terms and conditions that outline additional requirements.

I-M Incurring Costs

The State is not liable for any costs incurred by an applicant prior to issuance of a grant agreement.

I-N Economy of Preparation

Proposals should be prepared simply and economically, providing a straight-forward, concise description of the applicant's ability to meet the requirements of the RFP. Professional bindings, colored displays, promotional materials, and so forth, are not desired. Emphasis should be on completeness and clarity of content.

I-O News Releases

News releases (including promotional literature and commercial advertisements) pertaining to the Grant or project to which it relates must not be made without prior written State approval, and then only in accordance with the explicit written instructions of the State.

I-P Disclosure of Proposal Contents

All information in a bidder's proposal and any Grant resulting from this RFP is subject to the provisions of the Freedom of Information Act, 1976 Public Act No. 442, as amended, MCL 15.231, et seq.

I-Q Davis-Bacon Act Requirements

The Davis-Bacon Act requires that all laborers and mechanics that are non-government employees receive prevailing wages. This requires that the Department of Labor (DOL) wage rate report is included with agreements that are affected by the Davis-Bacon Act requirement. If applicable, all positions that are related to an agreement subject to the Davis-Bacon Act must be classified accordingly. Weekly time reporting requirements and necessary forms are listed in the Grant Agreement, Addendum to Part II. Detailed information about the Davis Bacon Act can be found here:

<http://www.dol.gov/compliance/guide/dbra.htm>

I-R Copyrighted Materials

See Section 3.11 of the Grant Agreement for a summary of intellectual property provisions.

I-S Prime Applicant Responsibilities

The selected applicant will be required to assume responsibility for all grant activities offered in the proposal whether or not that applicant performs them. Further, the State will consider the selected applicant (Recipient) to be the sole point of contact with regard to grant matters, including but not limited to payment of any and all costs resulting from the anticipated grant. If any part of the work is to be subcontracted, the Recipient must notify the MAE and identify the subcontractor(s), including firm name and address, contact person, complete description of work to be subcontracted, descriptive information concerning subcontractor's organizational abilities, Federal Employer Identification Number (FEIN), DUNS number, and/or state license number. The State reserves the right to approve subcontractors for the project and to require the Recipient to replace subcontractors found to be unacceptable. The Recipient is totally responsible for adherence by the subcontractor to all provisions of the Grant. For additional information, see Section 2.2 of the Grant Agreement for a summary of delegation provisions.

I-T Partner Responsibilities

Organizations partnering with selected applicant(s) must comply with the requirements of the solicitation and will be held to the same standards as prime applicants (See Section I-S).



## **PART II**

### **SELECTION CRITERIA**

All proposals received shall be subject to an evaluation by the MEO. The evaluation will be conducted in a manner appropriate to select the applicant(s) for the purpose of entering into a Grant Agreement to perform the proposed project within the established timeline. Initial screening of the applications will be conducted to ensure applicants and projects meet all eligibility requirements.

Proposals failing to meet the eligibility requirements described in Sections I-C, III-G, and III-H, that do not comply with the requirements of the Grant Agreement, and/or which are incomplete, will be rejected automatically. Proposals meeting the eligibility requirements will be evaluated according to the scoring criteria and weighting factors below. Applicants may be asked to make oral presentations before a final decision is made.

**Total maximum points is 100.**

Proposal Quality and Completeness of Work Plan, Timeline, and Budget (15 Points)

Proposals will be evaluated based on the level of detail and overall quality of information contained within the proposal documents – particularly the Work Plan, Timeline, and Budget.

Management Summary and Experience of Organization/Project Team (25 Points)

Proposals will be evaluated on the effectiveness and adequacy of the project's management structure and the experience and qualifications of the organization and project team in carrying the proposed project.

Project Feasibility and Likelihood of Success (25 Points)

Projects will be evaluated on their likelihood of success and feasibility to achieve the purpose, outcomes, and tasks required by this RFP within the established timeframe.

Degree of Innovation, Need, and Impact (25 Points)

Projects will be evaluated on the degree of innovation, need for the proposed project, and its anticipated short and long term impacts on Michigan, especially the likelihood to provide economic benefits, jobs and/or retention, for those who live and work in Michigan.

Program Priorities (10 Points)

Projects incorporating the program priorities of the MEO Retooling program (see Part III, Section III-F).

PACE & On-Bill Financing Bonus (5 Points)

Proposals will receive favorable consideration if they help develop Michigan's Property Assessed Clean Energy (PACE) market by using PACE financing in any Michigan PACE district. Similarly proposals using On-Bill Financing from their utility will also receive favorable consideration.

## **PART III**

### **WORK STATEMENT**

#### **III-A Purpose**

The purpose of this Request-for-Proposal (RFP) is to provide financial assistance to qualified small businesses to make qualified capital investments in retooling projects resulting in energy waste reduction, process improvements, and/or manufacturing of clean energy efficiency technologies.

*NOTE: The State reserves the right to award funds for an amount other than that requested and/or request changes to, or clarification of any and all proposals received as a result of this RFP.*

#### **III-B Problem Statement**

Each year, Michigan small businesses pay millions of dollars in unnecessary energy costs due to inefficiencies in manufacturing processes and other factors. Small businesses are particularly vulnerable because they often operate on small cash reserves, and utility costs are a large part of their operation budget. This grant RFP aims to help small businesses make capital investments in energy efficient equipment and other measures that reduce energy waste, create/retain jobs, and maintain competitiveness in the marketplace.

#### **III-C Objectives**

The objectives of the Retooling and Manufacturing RFP are to:

1. Increase energy adaptability;
2. Promote energy waste reduction within Michigan manufacturing facilities;
3. Enable small manufacturers to expand manufacturing capabilities;
4. Contribute to the energy waste reduction of the state by accelerating the deployment of energy efficiency products;
5. Create and retain jobs.

#### **III-D Tasks**

Applicants must clearly and succinctly explain how they will accomplish each required task below, which must be completed during the grant period. Applicants are encouraged to design additional tasks that address the expressed needs of the program and the State, but also capitalize on the strengths of the applicant.

1. Finalize equipment specifications and procure vendors.
2. Purchase and install equipment.
3. Complete equipment testing & commissioning
4. Submit timely monthly progress and financial status reports.
5. Submit a comprehensive final report and finale payment request.

### III-E Areas of Interest

1. N/A

### III-F Program Priorities

To better allow the MEO to achieve the goals and requirements of the Retooling and Manufacturing Project, applicants are encouraged to consider and incorporate the following funding priorities within their proposals to the fullest extent possible:

1. Increases deployment of energy efficient products or technology in the State.
2. Promote energy waste reduction within industrial sector.
3. Promote advanced manufacturing in the state.
4. Increase business investment, skilled workforce, and efficiency of manufacturing processes.
5. Enhance global competitiveness of manufacturing facilities in the state.

*NOTE: The MAE reserves the right to award funds for the purpose of achieving an optimal range of energy efficient and/or renewable energy technology projects, and to assure projects demonstrate their unique contribution and are not duplicative, or effectively duplicate, previously funded projects of State services.*

### III-G Eligible Projects

For purposes of this RFP, eligible projects are projects that increasing energy efficiency of manufacturing processes or manufacturing energy efficiency technology systems and/or components. Impacted facilities must be occupied and have long range plans of continued use.

### III-H Ineligible Projects

1. Projects deemed illegal under the law or inappropriate under contract management standards.
2. Projects considered scientifically unsound or significantly increase risks to workers and/or the public.
3. Projects that will not be conducted in Michigan.
4. Projects involving demonstration of non-commercially available equipment and technologies. This also includes projects involving the purchase of equipment to conduct research, development, or demonstration of technologies that are not commercially available.
5. Projects not directly reducing energy waste within the manufacturing process or contributing to the energy waste reduction or renewable energy portfolio of the State (such as accelerating deployment of energy efficient products or renewable energy products or technologies within the State).
6. Projects that cannot be shared with or have restricted transferability to other entities in Michigan.
7. Projects requiring an environmental assessment study under the National Environmental Policy Act (NEPA) of 1969 (42 U.S.C. Section 4321 et seq.) unless the applicant can show proof of the Department of Energy's approval of the project.

## **PART IV**

### **INFORMATION REQUIRED FROM APPLICANTS**

Applicant(s) must complete the Worksheet in Section IV-A and attach the materials listed below. Applicant(s) must submit three hard copies and one electronic PDF copy of their application. Please note, no other worksheet or facsimile will be accepted. The hard copy worksheet must have an original signature.

**NOTE: The following information must be submitted by all applicants to be considered.**  
***Failure to attach/include the requested information will result in the rejection of the proposal.***

1. Proposal Worksheet (see link and instructions below)
2. Approved Budget Form (see link and instructions below)
3. Detailed Timeline – timeline for successfully completing each required task, including key sub-tasks and critical decision points to be undertaken during the grant.
4. Equipment description – When applicable, provide a description of the existing equipment (type, quantity, power consumption, operating hours, etc.) and also provide a description of the new/proposed equipment (type, total number, power consumption, operating hours, etc.).
5. Project metrics (energy/cost savings, jobs created/retained, increases in manufacturing capabilities/efficiency, reduction in manufacturing costs per unit, etc.)
6. Applicant Organizational Chart – organizational chart detailing the management structure of the applicant organization.
7. An acknowledgement that the applicant has registered as a vendor with the State of Michigan on Contract and Payment Express (C&PE). If you are an existing vendor and have an account in C&PE, please verify that all your account information is correct. If not, please use the C&PE website to register. This web site is for the exclusive use of the vendors and individuals intent on doing business with the State of Michigan and allows you to be paid in the event that you are awarded a contract. Your registration may take up to two weeks to be processed.  
<https://mainfacsp.dmb.state.mi.us/payee/servlet/us.mi.state.eft.WelcomeServlet>
8. Parent Organizational Chart (if applicable) – organizational chart detailing the management hierarchy of the Parent Organization, and its relationship to the applicant organization.
9. Partner Organizational Chart (if applicable) – organizational chart detailing the management hierarchy of the Partner Organization, and its relationship to the applicant organization. Attach an organizational chart for each Partner Organization.
10. Letter(s) of Support / Commitment from Partner Organization(s).
11. Contact Information and Resumes of Personnel Listed in Budget.
12. Most recent copy of the A-133 or outside audit (IF an A-133 or outside audit has been completed) OR the most recent financial statements (balance sheet and income statement).
13. Additional Information and Comments (if applicable)
14. State Historic Preservation Office (SHPO) Section 106 Review Form [Attachment 1] (see link and instructions below)

15. National Environmental Policy Act (NEPA) Form [Attachment 2] (see link and instructions below)
16. If using PACE financing, a letter of qualification for PACE financing from the administrator of a PACE district participating in the Lean & Green Michigan public-private partnership (and/or other PACE administrator, if applicable).
17. If using On-Bill Financing, a letter of qualification from the administrator of the On-Bill Financing program or utility.

#### Minimum Requirements for a Successful Proposal

1. Applicants must establish a reasonable business case, if applicable, that:
  - a. Explains the precise use of project funds included in detailed capital expansion and operating budget. Note: Grant funds can only be used for manufacturing equipment.
  - b. Demonstrates the commercial viability of both the manufacturing technique and the product which applicants are proposing to manufacture.
  - c. Demonstrate the capacity to build up, handle logistics, and delivery of a specific quantity of product on schedule.
  - d. Demonstrates energy efficiency in the manufacturing process.
  - e. Describe how the technology will be deployed in the state.
  - f. Benchmarks the proposed manufacturing techniques to existing competitors.
  - g. Provide testimonials and other supporting documentation from potential customers indicating willingness to support/purchase or an expression of interest in using this technology.
  - h. Identifies major partners, suppliers, or customers with preference to applications with significant Michigan relationships.
  - i. Demonstrates ability to leverage additional resources.
  - j. Applicant must demonstrate consistent compliance with all applicable environmental requirement and having no outstanding unresolved violations.
  - k. Applicant must include a completed NEPA checklist.
  - l. Provide an estimate of the number of direct jobs created and retained by the proposed activity and an estimate of the number of ancillary jobs that could result from this activity.
  - m. Describe how the activity directly benefits the economy of the state.
2. Be advised that this solicitation is subject to federal terms and conditions. Therefore, recipients are also subject to these terms and conditions:
  - a. Reporting, tracking, and segregating incurred/obligated costs on a quarterly basis;
  - b. Reporting the number of jobs created and preserved quarterly;
  - c. Reporting the projected and actual amount of energy saved at the end of the project; and
  - d. Provide project evaluation data 12 months after completion and grant close-out.

**Please see instructions below for additional information:**

#### IV-A Proposal Worksheet

Complete the Proposal Worksheet and attach additional sheets as necessary. Use the appropriate section headers when continuing answers on additional sheets. Please ensure that all text entered into the Proposal Worksheet fields is visible (i.e. not cut off) upon printing. *Also, please note that Adobe Reader 8 or higher is required in order to SAVE TEXT entered in the form. The latest version of Adobe Reader can be downloaded from [www.adobe.com](http://www.adobe.com) for free. It is recommended that applicants test the ability to save the form with text entered before entering a large amount of information into the form.*

The Proposal Worksheet is available here:

<http://www.michiganbusiness.org/MEO-Proposal-Worksheet/>

#### IV-B Approved Budget Form

1. Applicant(s) must use the **Approved Budget Form** available here:  
[http://www.michigan.gov/documents/mdcd/Approved\\_Budget\\_Form\\_398684\\_7.xls](http://www.michigan.gov/documents/mdcd/Approved_Budget_Form_398684_7.xls).  
All budget categories must be addressed. Please use “N/A” or “None” to indicate there are no costs associated with a given budget category.
2. The following costs are **disallowed**: sick pay, holiday pay, paid vacation time, payroll taxes, vehicles, computers, real property (e.g. land and buildings), parking, tuition reimbursement/remission, vehicle allowance, car rental, subscriptions, dues, memberships, and repair of buildings and structures.
3. All applicants must provide a **minimum 400 percent (4:1) match** of the total requested grant funds (aka “State share”).
4. The sum of the State share plus the recipient share of allowable costs will equal the total allowable project cost.
5. Personnel – include all staff performing work on the project. For each staff person, provide their name, job title, annual salary/wages, and percent of time dedicated to the grant project. *NOTE: The state may require Davis Bacon Act or prevailing wage rates to be paid.* Detailed information about the Davis Bacon Act can be found here:  
<http://www.dol.gov/compliance/guide/dbra.htm>
6. Fringe Benefits – allowable benefits typically include health insurance, dental insurance, and optical insurance. For each listed staff person, provide their fringe benefit rate, and confirm their annual fringe benefit cost. Note, applicant(s) will be required to detail/justify the fringe rates given in their proposed budget prior to an agreement being finalized.
7. Contractual Services – include all anticipated service contracts required for the project. Provide the vendor or contract name, the service to be provided, and the dollar amounts to be paid using grant funds and/or matching funds.
8. Supplies & Materials – include items costing less than \$5,000 per unit. Provide the item, unit cost, and quantity of units. Confirm the matching funds amount, if applicable.
9. Equipment – include items costing \$5,000 or more per unit and having a useful life of one year or more. Provide the item, unit cost, quantity of units, and the dollar amounts to be paid using grant funds, and/or matching funds.
10. Other Direct Costs - include all other known direct costs not otherwise categorized or disallowed. Provide the title/name and the cost of each item/service listed.

11. Travel – include all mileage, lodging, meals, and other known travel costs. Provide travel costs separately as mileage, lodging, meals, and other known travel costs. State of Michigan travel rates must be used for all travel expenses and out-of-state travel must be directly related to the grant project and approved by the State Energy Program Manager. State of Michigan Travel Rates are posted by the Michigan Department of Technology, Management & Budget. Use the rates provided here: [http://www.michigan.gov/dtmb/0,4568,7-150-9141\\_13132---,00.html](http://www.michigan.gov/dtmb/0,4568,7-150-9141_13132---,00.html)
12. Indirect Rate – Provide the indirect rate (up to 20% maximum) used by applicant's organization as a percentage of total personnel and fringe benefits. Confirm the resulting dollar amount for grant and/or matching funds. **Note: applicant(s) will be required to detail/justify their indirect rate given in their budget prior to an agreement being finalized.**
13. Totals – confirm the total dollar amounts for each listed line item and each column.

**Additional Budget Information:**

1. At such time that proposals are approved by the MEO, modifications of proposals may be necessary. If the MAE does not award the total amount requested in the original proposal, selected applicant(s) will be required to submit a revised proposal for the purpose of entering into a Grant Agreement. For those receiving less than requested in their proposals, the proportion of direct costs to indirect costs will remain the same as in their original request. New line items to the revised budget are not allowed.
2. Selected applicant(s) assumes the responsibility for ensuring the grant project is performed within the established timeline.
3. Selected applicant(s) assumes the responsibility of ensuring all unexpended grant funds are returned to the State of Michigan at the end of the grant period.
4. If the entire State share of the grant award is expended, the entire in-kind and/or matched funds must be spent and supported by source documentation. If the entire State share of the grant award is not spent, the in-kind and/or matched funds may be reduced proportionately by the percentage of the grant award not spent.
5. Indirect costs *must be proportionately reduced* if the selected applicant(s) does not expend the entire grant award by the end of the grant term. The adjustment for the reduction shall be calculated by determining the percentage of the grant not spent. This percentage is the amount to be reduced from the indirect costs total. Indirect costs shall be based on a percentage of the budget line items listed under the State share column. Indirect costs must be utilized for this grant within the established timeline.
6. Selected applicant(s) may not commingle award funds with current or future awards received from the SEP. Financial assistance from each funding source must be managed, reported, and accounted for separately from all funding sources.
7. Should selected applicant(s) cease business operations or dissolve the program established under the grant agreement, existing capital must be returned to the State of Michigan.
8. The State anticipates the grant period will start October 1, 2016 and will end on August 31, 2017.

IV-C State Historic Preservation Office (SHPO) Section 106 Review Form (Attachment 1)

If the applicant is conducting ground-disturbing activity or work on a building(s) that is/are at least fifty years of age or older, applicant must complete in full the State Historic Preservation Office Application for Section 106 Review. The review process must be completed prior to the expenditure of federal funds. No project that results in an adverse effect to a historic property will be considered for funding. Projects may be modified to avoid adverse effects. **Submit this form with your proposal to the MEO. The MEO will review and forward to the State Historic Preservation Office as necessary.**

ATTACHMENT 1 is available here:

[http://www.michigan.gov/documents/mdcd/2013\\_SHPO\\_form\\_415073\\_7.doc](http://www.michigan.gov/documents/mdcd/2013_SHPO_form_415073_7.doc)

IV-D National Environmental Policy Act (NEPA) Form [Attachment 2]

All activities undertaken with grant funds must comply with the National Environmental Policy Act (NEPA) of 1969 (42 U.S.C. Section 4321 et seq). It is the Recipient's responsibility to acquire all necessary environmental permits to operate in the State of Michigan. **Submit this form with your proposal.**

ATTACHMENT 2 is available here:

[http://www.michigan.gov/documents/mdcd/MEO\\_NEPA\\_FORM\\_433885\\_7.doc](http://www.michigan.gov/documents/mdcd/MEO_NEPA_FORM_433885_7.doc)